

# Welcome



## Annual General Meeting of Carl Zeiss Meditec AG

Wednesday, March 26, 2025



**2.066,1**

million Euro revenue in fiscal year 2023/24

# 248,9

million Euro EBITA\* in fiscal year 2023/24

# 12,0%

EBITA\* margin in fiscal year 2023/24

**45,9 %**  
of total revenue



**28,3 %**  
of total revenue

**25,8 %**  
of total revenue

## APAC

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**949,0**

million Euros sales

**-5,2%**

sales growth

## EMEA

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**584,3**

million Euros sales

**+12,9%**

sales growth

## Americas

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**532,9**

million Euros sales

**-6,6%**

sales growth

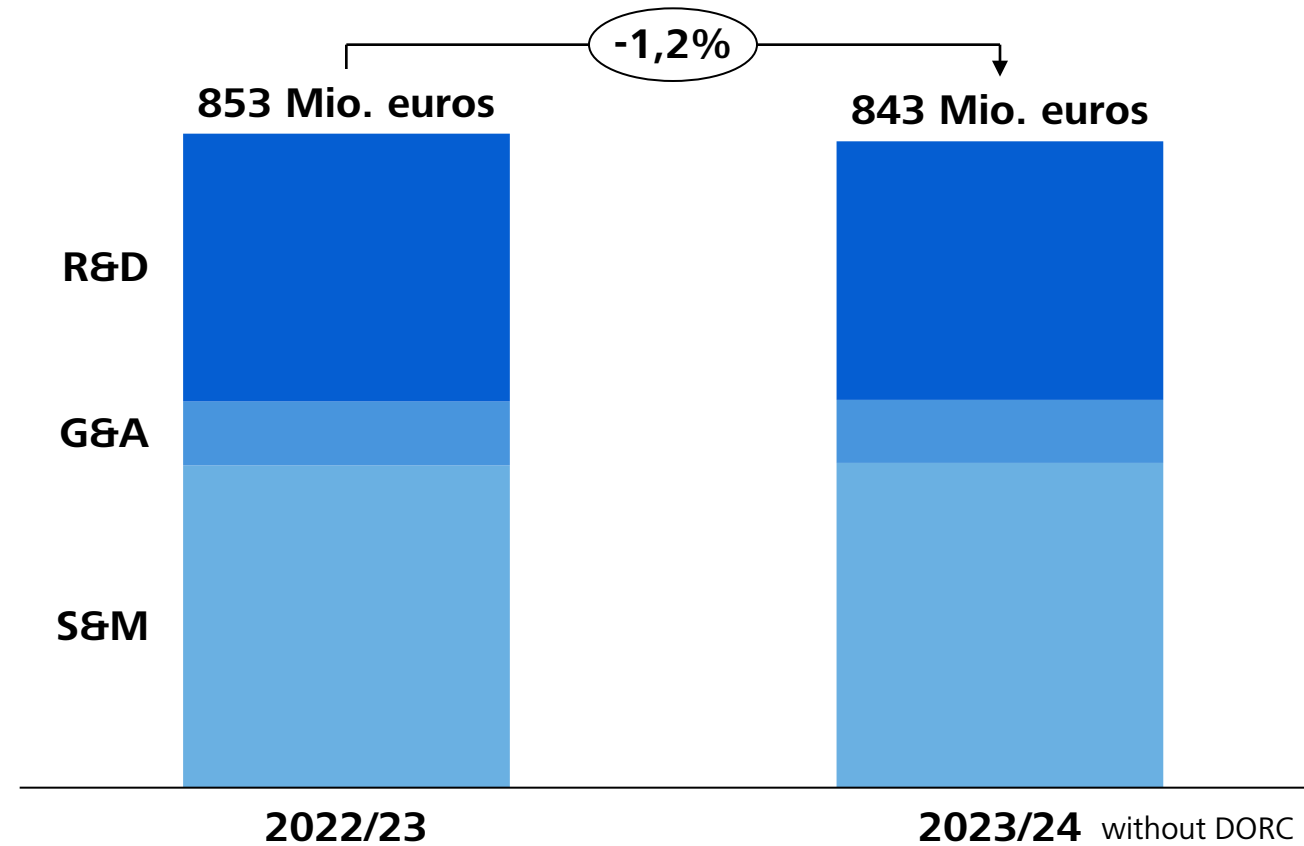
# **Short-term Resilience Measures**

**Review of all  
expenses**

**Focus on innovative  
strength**

**Restrictive  
recruitment policy**

# Year-on-year comparison of operating expenses



# **Mid-term Resilience Measures**

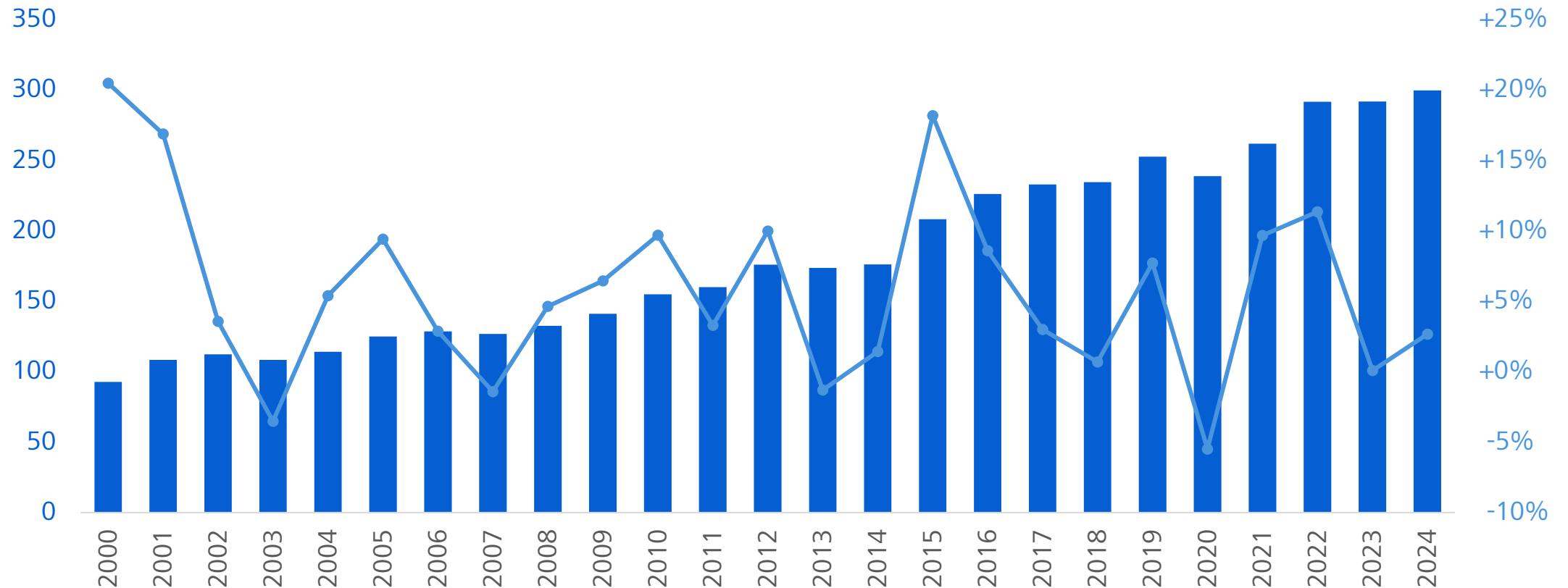
**Productivity, efficiency  
& increase excellence**

**Optimize & standardize  
processes**

**Further training for  
employees**



# Global Med Device Market Size\* and Growth in billion Euros



\* Own research, sum of med device sales of 33 tracked companies



**1**

**LONG-TERM CORPORATE STRATEGY**

**2**

**CUSTOMER FOCUS**

**3**

**INNOVATIVE STRENGTH**







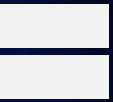


I love progress and I find new technologies inspiring. And it gives me hope to see how our world is constantly developing.

*Dr. Alexander Skau,  
Ophthalmologist, Bodø (Norway)*

**16,6%**

of sales invested in research & development



Innovation



KINEVO  
900 S



For me, the AutoCenter function is a big step towards an intelligent microscope. The ZEISS KINEVO 900 S is becoming more and more intelligent and I like that very much.

*Prof. Dr. Andreas Raabe,  
Neurosurgeon, Bern (Switzerland)*





**Innovation Ophthalmology**

**VISUMAX® 800 und SMILE® pro**  
Approvals in USA, China & Japan

Approval for minimally invasive  
lenticule extraction for people  
with hyperopia

**MEL® 90**  
FDA approval



**ZEISS Corneal  
Refractive Workflow**



**ARTEVO® 750/850**  
Product launch



**VISULAS® combi**  
FDA approval



**ZEISS AI IOL Calculator**  
CE marke

**ZEISS Cataract Workflow**



**ARTEVO® 750/850**  
Product launch



**VISULAS® green & combi**  
FDA approval



**CIRRUS® 6000**  
FDA approval

**ZEISS Retina Workflow**





DORC and ZEISS have the same DNA and are investing a lot of time and efforts in developing new products. Therefore, this merger will really be a very fruitful collaboration and will lead to development of novel innovative products.

*Prof. Dr. Peter Stalmans,  
Retina specialist, Leuven (Belgium)*

**0,60**

dividend per share

# 490,5

million Euro revenue in Q1 2024/25

## +3,2%

revenue growth yoy

## 35,2

million Euros EBITA

## 7,2%

EBITA margin







**Thank you!**





Seeing beyond